

THE DAILY PUBLIC LEDGER

Published Daily Except Sunday, Fourth of July, Thanksgiving and Christmas
By The Ledger Publishing Company, Maysville, Kentucky.

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Local and Long Distance Telephone No. 40. Office—Public Ledger Building.

Entered at the Maysville, Kentucky, Postoffice as Second-class Mail Matter.

SUBSCRIPTIONS—BY MAIL.

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| One Year | \$3.00 |
| Six Months | 1.50 |
| Three Months | .75 |

DELIVERED BY CARRIER.

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|---------------------------------------|----------|
| Per month | 25 Cents |
| Payable To Collector At End of Month. | |

BOOK AGENTS.

One of the common experiences of daily life is the call of the book agent. Many of these voluble visitors do not seem open to any kind of advice. Others are young people working for an education, or persons having some grounds for friendly treatment. Perhaps these would like to know why as a type book agents are more or less in disfavor.

There are many of them who, if you don't take time to look over their wares, will intimate that you are discourteous, ignorant and obstinate. This creates a dislike for the whole tribe of house to house solicitors.

It will be remarked that a solicitor must be aggressive or he would never win attention. Still there are few people who can be bluffed, bullied or sauced into buying things.

The caustic reception so often given to canvassers is perhaps due to the feeling that they do not perform a useful service. In the case of books, you may not be able to get just the same thing in a store. But usually you can get something quite as good for less money, the agent's commission being saved.

There are some kinds of sales work that can perhaps be done in no other way. Some people have a natural genius for canvassing, and are urbane, resourceful and never arouse antagonism. In many cases their ability would be better rewarded in some other field of labor. As a whole newspaper advertising is far cheaper and much more efficient.

Young people who want to earn money for an education would usually do better to offer the public some service that it really wants. If they will work on farms or wait on tables, or perform some task for which there is a demand, they will find their position much pleasanter and usually the rewards greater.

If they are set on canvassing, let them remember that politeness is the foundation of success in any calling. If a few minutes courteous and pointed talk does not interest a person in a book or other article, they would better quit and try some one else.

PLAYING THE GAME.

Retail trade has to play the game according to the spirit of the times and the business customs of the period. There was a time when few merchants paid much attention to show window displays. Their windows were small, narrow-paned affairs, often no bigger than what you can see in an old dwelling house. A few fly-specked and shop-worn goods were kept there month after month. Many merchants rarely washed their windows. A merchant might be able to get along very well in those times without dressing up his windows.

When the idea of attractive displays came in, the merchants who put in handsome plate glass and who took pains with their showing gained a great advantage. It cost money to do it, but their competitors simply had to do the same thing or create a very unfavorable impression. The merchant's attitude toward advertising is just the same. In the old days a store could do a good business without it. But today a store that doesn't advertise seems as much out of the spirit of the age as the store with old fashioned windows and no attempt at display.

Tumulty's letter, Garrison's statements, Senator Owen's re-entrances all tend to show a tense nervousness among Democrats, whether at the White House, the departments or the capitol. The fact is that the Democrats have lost their heads and their tempers in consequence of the inevitable repudiation which they see approaching with the next election day. From now on, the tendency among Democrats will be for each to look out for himself. Party solidarity has vanished with party prospects.

It was Grover Cleveland, we believe, who referred to a Democratic Congress as "a team of wild horses." We wonder how Woodrow Wilson would phrase it as he looks over the bunch this winter.

Living models instead of lay figures are favored by the Window Trimmers' Association. What the public wants is living clerks instead of lay figures behind the counter.

Wire nails are reported up, but you can always get them down with a hammer.

The college papers are urgently asking the students to cut out the slang.

ITEMS FROM ALL AROUND

Horses Have Grip.

(Danville Advocate.)

Dr. T. M. Doran, the veterinarian, says that pneumonia and influenza are not confined to the human family, but that horses are likewise afflicted. Quite a number have died in this section of the state.

Valuable Turkeys.

(Falmouth Pendergast.)

Fred Frost of Four Oaks, sold to Gardner Christmas week forty-five turkeys for \$145.28. He also sold twelve or fifteen turkeys to other parties. This is a fine record and Mr. Frost is to be congratulated upon his success.

Wonderful Cow.

(Danville Advocate.)

"Bill" Phillips was in town yesterday attending Judge Hardin's court, and in conversation with a reporter of the Advocate incidentally mentioned the fact that Mr. Bob Conant's cow had strayed away from home and gone to the knobs in search of greener pastures, and that the latter gentleman, after a diligent search of three days, at last found her in a large slushhole, which she had filled full of milk, and in her efforts to get out had tramped around so much she had succeeded in churning the same and almost filling the hole with butter. Mr. Phillips says that Bob not only succeeded in finding his bovine, but also realized a handsome price for the sale of her product. He says that Bob's cow is certainly a wonder.

OUR DAILY BIRTHDAY PARTY
January 15.

Henry Bruere, chamberlain of the City of New York, and noted lecturer on municipal government, is 34 years old today. Although a very young man to be holding a \$12,000 a year position, he has rendered valuable service to New York. Mr. Bruere was born at St. Charles, Mo., and on January 15, 1882, the son of a country doctor. He studied at Cornell and the University of Chicago, and later studied law and political science at Harvard and Columbia. He was only 19 when he entered Harvard Law School and it was then that he took up settlement work and club work in Chicago and organized the McCormick Workmen's Club. In the same year he undertook an investigation of industrial welfare work for the International Harvester Company, and then spent a year for the same concern investigating industrial education in the United States. In 1904 he went to New York, where his first work was the investigation of the public baths. The following year he was made director of the Bureau of City Betterment, and in 1907 he was chosen director of the Bureau of Municipal Research. He has helped organize the National Society for the Promotion of Industrial Education. In 1911 he made an administrative survey of ten commission-governed cities and later made a similar investigation in six German cities.

Crown Princess of Sweden, daughter of the Duke of Connaught, 34 years old today.

Arthur E. Reimer of Boston, recent presidential candidate of the socialist labor party, 39 years old today.

Dr. W. H. P. Faunce, president of Brown University, 57 years old today.

Dr. John S. Nollen, president of Lake Forest University, 47 years old today.

John A. L. Waddell, Kansas City

Distressing End.

(Elizabethtown Mirror.)

Dr. E. I. Imier lost a valuable horse on the 28th ultimo by "fits." The animal began pawing at its head and ran away, throwing the doctor from the buggy and fell into a creek, drowning or dying in two feet of water.

Lung Worm.

(Falmouth Outlook.)

August Morford, who is an extensive dealer in live stock, residing near Caddo, has lost sixteen head of cattle during the last few days with a disease known as lung worm. Most of the cattle died were purchased from the Cincinnati market. This is no little loss to Mr. Morford, as a good sum of money was represented in the herd. It is hoped that the strange disease will not spread and cause further losses to our farmers.

Some Land.

(Lexington Leader.)

A tract of thirty-seven and one-half acres of land on the Newtown pike was transferred by a deed lodged today in the county clerk's office from Mrs. Nellie Bradley and P. P. Bradley, her husband, to Charles W. Moore. The cash consideration was represented by a ten-dollar revenue stamp, indicating that \$10,000 was the purchase price. The land is located about a mile and a half from Lexington and adjoins another tract owned by Mr. Moore, and the land of J. P. Headley, Mrs. W. H. Geary and William Kennedy.

bridge builder, 62 years old today.
Hon. Albert W. Gilchrist, former Governor of Florida, 58 years old today.

Hon. John T. Watkins, Congressman from Louisiana, 62 years old today.

Dr. Daniel H. Hill, president North Carolina College of Agriculture, 57 years old today.

Mrs. Ella Flagg Young, retired Chicago educator, 71 years old today.

THIS DATE IS HISTORY.
January 15.

1559—Queen Elizabeth crowned at Westminster by the Bishop of Carlisle, the only person who could be prevailed upon to perform the ceremony.

1777—Vermont declared itself a free and independent state, formed a government and petitioned Congress to admit the state into the Union.

1810—Masquerades and masked balls were prohibited in the city of New York.

1815—Frigate President, Commodore Decatur, was captured by four British vessels after sharp action and a chase of eighteen hours.

1842—Died Joseph Hopkinson, author of "Hail Columbia."

1864—Society for promoting aerial navigation was formed in Paris.

1891—End of the Indian wars in the northwest, by submission of the Sioux.

1895—M. Casimir-Perier resigned the presidency of the French Republic.

1913—General Castro, exiled president of Venezuela, was denied admission into the United States.

1915—The War—Germans make important gains at the Aisne, capturing six villages and driving the French from the field by concentrated fire. Russians capture 5,000 prisoners and 10,000 head of cattle near Erzurum. Artillery fighting in Poland between Germans and Russians.

Correspondence

GERMANTOWN.

Mrs. Will Williams and son have returned to their home at Amelia, O., after a visit with relatives here.

During the forepart of the week Vincent Bravard sold his crop of tobacco to L. S. Rux of Augusta for 14 cents.

Rev. E. R. Overley, district superintendent, began a protracted meeting at the Methodist church Sunday night.

Mrs. J. F. Sheeler and Mrs. Johanna Tilton of Mt. Olivet, spent from Friday until Sunday with Mrs. Sam Gallagher.

James Gilligan and wife were called to Brookville Tuesday by the death of a young child of the latter's sister, Mrs. Lundrigan.

Howard Thompson of Millersburg, and James Thompson of Lewisburg, were called here by the death and burial of their mother.

Henry Thompson and Henry Sheeler and wife of Millersburg; Mrs. James Thompson and children of Lewisburg, came in to attend the funeral of Mrs. Mary Thompson.

Mrs. J. C. Browning is the proud custodian of three ring-necked English pheasants sent her by State Game Warden Quincy Ward. There are two females and one male, the latter being almost as large as a banty rooster, and all are beautiful birds. Mrs. Browning has prepared an enclosure for the pheasants and will attempt to increase the flock as rapidly as possible. Mr. Ward sent her the birds at the request of Hon. Stanley F. Reed.

Mrs. Mary Thompson, aged 85 years, passed away at the home of her grandson, Elijah Thompson, on Thompson Ridge, Sunday morning, January 9, of the infirmities of age. Deceased was the widow of the late Elijah Thompson, and was one of our most respected residents. She had been a faithful and consistent member of the Baptist church for many years. She is survived by the following children: Howard of Millersburg, James of Lewisburg, Mrs. Henry Sheeler of Sharpsburg, Mesdames Angelina and Martha Richie, who went to Texas a number of years ago, and Henry. Rev. Davis, pastor of the Baptist church at Two Lick, conducted the services Monday afternoon, a large number of friends and relatives attending to pay the last tribute of respect.

FERN LEAF.

McIntyre Jones has grip.
The family of Mrs. Donovan now have grip.

Much tobacco is now passing through to market.
Dimmitt Haughaboo has returned home from Newport.

Miss Alma Parker of Ewing, is the guest of the Misses Parker here.

Dan Norris spent the latter part of last week with Mrs. Thompson at Ft. Thomas.

Misses Carrie and Amanda Goodwin spent Saturday night with Mrs. Cal Haughaboo.

The recent hard rains have caused much of the land, portions of the pikes and farm house cellars to be overflowed.

FACT AND FANCY.

Moose are protected from hunters in Maine.

The Lord loveth a cheerful giver—and so do other people.

New Jersey has twenty-three cities under commission rule.

Our prisons teach us that we should live according to our convictions.

An excellent culvert is now made of interlocking sections of concrete.

The man explaining a man has to do the less people believe in him.

India's cotton crop is estimated at 4,900,000 bales of 480 pounds each.

If we could only recognize our duty we should be in a position to dodge it.

People don't talk about the weather in Lima, because it never rains there.

Flowers will turn to the light of the electric lamp just as they do to the sun.

It is no exaggeration to say that neutrality has reached its highest point in Switzerland.

There are 692 pawnbroker shops within a radius of ten miles from the Royal Exchange in London.

At 30 a man is convinced that a majority of men are fools; at 60 he admits that he is the majority.

An electric flashlight has been patented which can be fastened on a pencil to facilitate writing in the dark.

It is claimed that bronze leather is running short, but there are other ways of attracting attention to the feet.

The Hohenzollern fortune, which totaled \$5,000,000 when the great-grandfather of the present Kaiser died, is now estimated at seven times that figure. Eighteen months ago the Kaiser paid a military tax of \$565,000.

MID-WINTER CLEARANCE SALE

WILL START SATURDAY, JANUARY 6

Come and see the many bargains in Coats, Suits, Underwear, Comforts, Blankets and many more bargains too numerous to mention. We start off with a few of the following items:

Fine all-wool Poplin Suits, fur trimmed, \$9.98.
Children's Coats 99c up.
Ladies' Plush Coats, to close out, \$15 quality \$7.98.
Children's good Gingham Dresses 50c, all sizes.
Best quality Wash Silk Waists 98c.
\$5 Muffs, to close out, \$2.98.
\$2 Muffs, to close out, \$1.25.
Children's Muff Sets, \$4 and \$5 sets, to close out, \$1.98.
See our Ladies' Fur Sets in the window for \$3.98 and \$4.98 a set; worth more than double the price.
Extra size white batting Comforts \$1.25.
Heavy Blankets \$1.
Wool nap Blankets \$1.25.
Heavy Outing Gowns 39c.
You will save one-half by buying here.

NEW YORK STORE, S. STRAUS, Proprietor.

PHONE 571

FEEDS

ONE DOZEN KINDS—

BRAN

MIXED FEED

MIDDINGS

LINSSEED MEAL

COTTONSEED MEAL

TUXEDO CHOP

UNION GRAINS

CERELIA DAIRY

CALF MEAL

TANKAGE

SCRATCH FEED

CHICKEN CHOWDER

J. C. EVERETT & CO.

See Our West Window For
Bargains in Stationery
Pecor's Drug Store

Remember, When Entertaining

to include a nice arrangement of cut flowers.

We grow Roses, Carnations, Violets, Sweet Peas, Narcissus, etc., and have at all times plenty of Smilax.

C. P. DIETERICH & BRO.

PHONE 152

We Have a Very Large Line of High-Grade

FURNITURE

At a Very Low Price, So if in Need of Furniture, Call and See Us.

"The House of Quality"

McIlvain, Humphreys & Knox

Funeral Directors and Embalmers

Phone 250. 207 Sutton Street. Maysville, Ky.

Attention, Mr. Farmer

C. M. Jones, Manager. R. B. Holton, Asst. Manager.

Many farmers have begun to see the light at "THE LIBERTY WAREHOUSE," of Maysville, Ky., which is not in the "COMBINE," and has the largest sales floor in Maysville and second largest in the county. The managers of THE LIBERTY WAREHOUSE promise the farmers nothing more than the best they can do as tobacco warehouse men. We do not claim that which is not ours by right, and have no time to knock other markets, as we are too busy boosting our own sales and the result is that new faces are seen on our sales floor each day and those faces are wearing a smile when their owners leave town.

Mr. A. M. Perry is our auctioneer and the man who helps you get the high dollar.

Let Charlie Jones place a smile upon your face by selling your tobacco with him where every man gets a square deal.

The Liberty Warehouse Company

PHONE 27. MAYSVILLE, KY.

WASHINGTON THEATER ONE NIGHT MONDAY, JANUARY 17th

A GUARANTEED ATTRACTION

SOME FARCE

The Estate of Henry B. Harris Presents

Not a Moving Picture

"SOME BABY!"

Direct From an All-summer Run at the Fulton Theater, New York, With

JEFFERSON DeANGELIS

And the New York Production

NOTE: This is the first time in history of a local appearance of the Number One Company. This attraction plays the Lexington Opera-house, Lexington, Ky., and McCauley's Theater, Louisville, Ky., after appearing here.

Prices—25c, 50c, 75c, \$1, \$1.50. No Higher!

